

Message Text

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PAGE 01 STATE 139162
ORIGIN NEA-10

INFO OCT-01 ISO-00 EB-07 COME-00 /018 R

DRAFTED BY NEA/INS:DKUX:RCM

APPROVED BY NEA/INS:DKUX

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O 152258Z JUN 77

FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI IMMEDIATE

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E.O. 11652: GDS

TAGS: TECH, IN

SUBJECT: WESTINGHOUSE

1. WESTINGHOUSE CALLED TODAY TO SAY THAT THEIR AGENT IN INDIA SAID IT WOULD BE EXTREMELY HELPFUL IF THE EMBASSY WOULD SECOND A PITCH BY WESTINGHOUSE REGARDING THE TECHNICAL RELIABILITY OF THE EQUIPMENT THEY ARE OFFERING AND A LACK OF A PROVEN TRACK RECORD FOR THE GERMAN COMPETITION. WESTINGHOUSE RECOGNIZES THAT THE EMBASSY HAS NO BASIS FOR MAKING A JUDGEMENT AND MERELY ASKS THAT WE SHOW AN AWARENESS OF THEIR CONTENTION IN A LETTER TO THE MINISTRY OF ENERGY.

2. WE SAID WE WOULD ASK YOU TO DO SO AND WESTINGHOUSE SUGGESTED THE FOLLOWING TEXT: "WE UNDERSTAND THAT THE BHEL GAS TURBINE PROJECT SPECIFICATIONS INCLUDE A REQUIREMENT FOR 3 YEARS SUCCESSFUL OPERATING EXPERIENCE IN ORDER TO BE CONSIDERED. WESTINGHOUSE ADVISES US THAT THE UNITS BEING OFFERED BY KWU DO NOT MEET THIS REQUIREMENT, AND THAT THE WESTINGHOUSE UNITS HAVE BEEN IN OPERATION FOR OVER 10

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YEARS WORLDWIDE. WE URGE YOU TO TAKE THESE FACTS INTO CONSIDERATION IN MAKING YOUR SELECTION OF A SUPPLIER. WE CONTINUE TO BELIEVE THAT A RELATIONSHIP BETWEEN YOURSELVES AND A PROMINENT AMERICAN MANUFACTURER, SUCH AS WESTINGHOUSE, WOULD BE IN YOUR BEST INTERESTS TECHNICALLY AND SUPPORTIVE OF THE FRIENDLY RELATIONS BETWEEN INDIA AND THE U.S."

3. SINCE WESTINGHOUSE UNDERSTANDS THAT THE DECISION IS TO
BE MADE JUNE 18, IT IS IMPORTANT THAT A MESSAGE LIKE THE
ONE ABOVE BE DELIVERED ASAP. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROGRAMS (PROJECTS)
Control Number: n/a
Copy: SINGLE
Sent Date: 15-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE139162
Document Source: CORE
Document Unique ID: 00
Drafter: DKUX:RCM
Enclosure: DG ALTERED
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770214-0548
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770653/aaaabufi.tel
Line Count: 65
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 8c1b077c-c288-dd11-92da-001cc4696bcc
Office: ORIGIN NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
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Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 06-Apr-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
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SAS ID: 2137570
Secure: OPEN
Status: NATIVE
Subject: WESTINGHOUSE
TAGS: TECH, IN, WESTINGHOUSE
To: NEW DELHI
Type: TE
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